David W. Manning
Program Manager

PM Field OPS

WORLDWIDE TRAINING SUPPORT

- **Institutions**
- **Homestations**
- **CTCs**
- **Deployed**

- **FY 04 Funding**
  - **DA Funding 63%**
  - **Field Funding 37%**

More that 3,000 Life Cycle Contractor Support Personnel Providing Warfighter Training at More than 500 World Wide Sites

PM Field OPS

Mr. David Manning
(PM)
Mr. Russell McBride
(DPM)

- Integration Team
- On-Site CSRs

APM Live Training
Mr. Perman McIntosh

- LT LCCS
  - CTC-IS
  - TES
  - Ranges

APM Constructive Training
Mr. Kevin Clark

- CT LCCS
  - CBCSE
  - BSC/BCTC
  - INTEL

APM Virtual Training
Mr. Malcolm Solley

- VT LCCS
  - Gunnery
  - Flight Sims
  - Maintenance
- ACT LCCS
- FS XXI

Business Management Office
Mr. Roberto Capote

- Budget Planning and Execution
- Manpower and Personnel Resources

Program Manager Field OPS

Been There, Done That | Working This | Headed Here

99 01 03 08 10

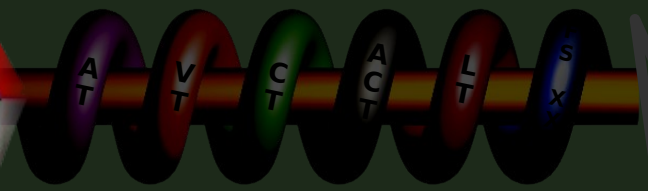
MILES
CTC's
LIVE Training

GMT
CCTT
Virtual Training

AT

CCMSS
INTEL PDSS
FAMSIM PDSS
TRADOC OPS
Constructive Training

ADFAC ACT



TEAMWORK ADDED CAPABILITY

- Demonstrated Ability to Support Across Domains
  - — BN Exeval
  - — Ranges
- Demonstrated Unity & Teamwork @ Ft Hood & Ft Bragg
- VT/ACT USAREUR Support
- Homeland Defense

CONTRACT DECISIONS

FUTURE NEEDS:

Known:
- More Integration
  - — L/V/C
  - — Legacy → OF
  - — Institution → CTC
- Joint
- Privatization
- Homeland Security
  - — RC
  - — Other Agencies
  - — State and Local

Unclear:
- Embedded
- Emerging Technologies
- FCS
- Digital

Consolidation & Competition Saved $$
$58
Validated
*total savings significantly higher

Strength Through Unity

Whatever We Do Will Build From Past Successes

Program Manager Field OPS

Been There, Done That | Working This | Headed Here

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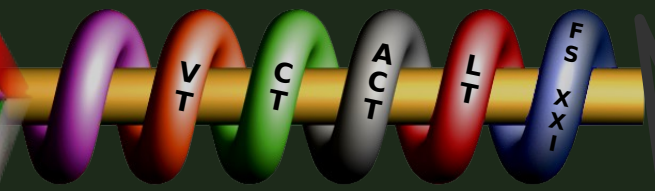

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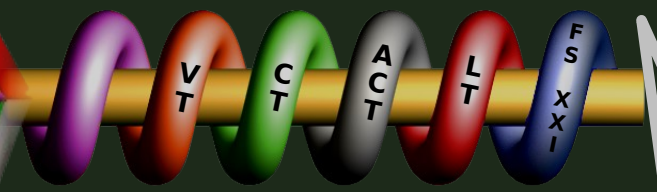

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Current Contracts

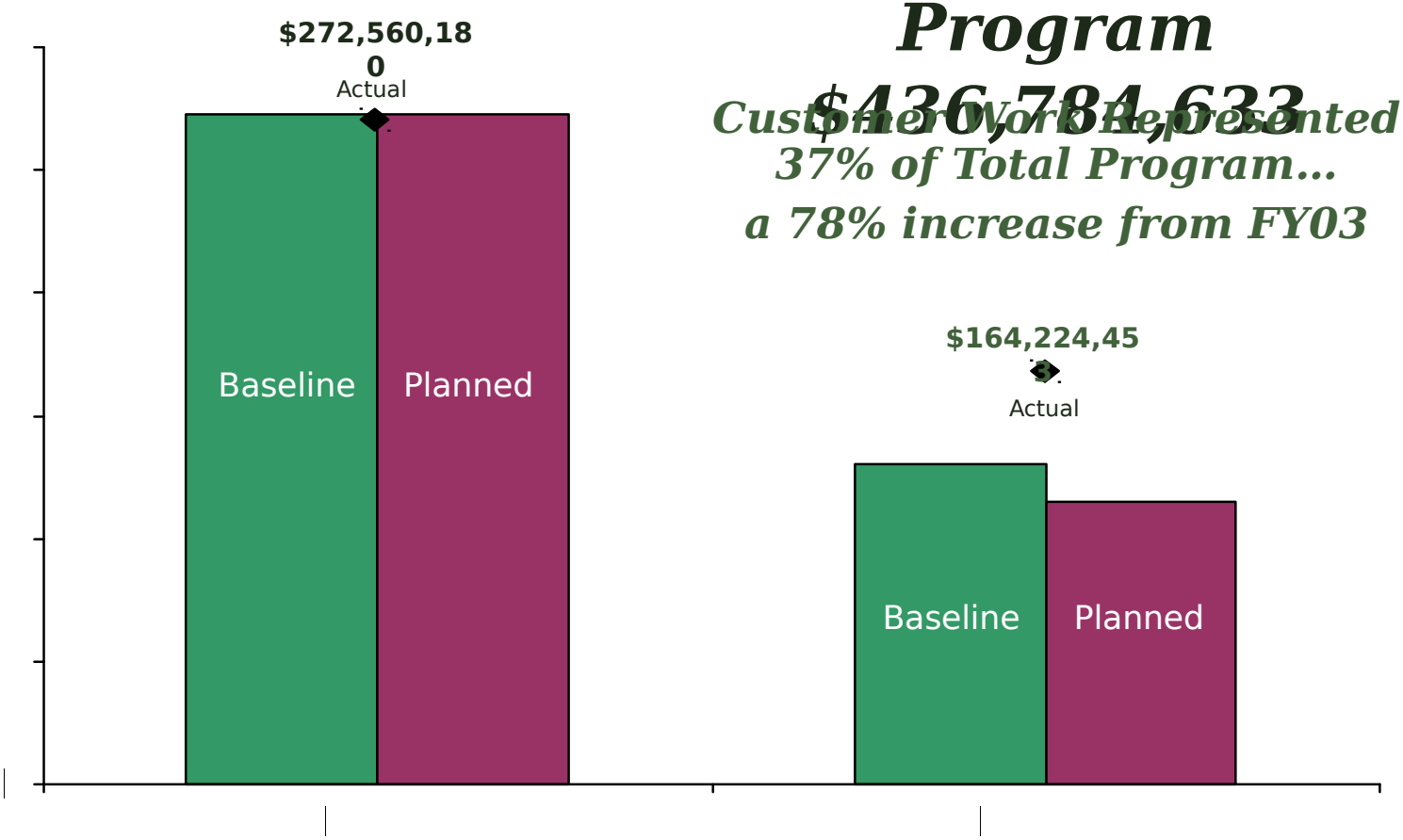
CURRENT	CONTRACTORS	STATUS – OPTION YEARS
Live Training	Raytheon Technical Services Company	Expiration: Oct. 2007
Virtual Training	Computer Science Corp.	Expiration: May 2008
Constructive Training	Anteon Corporation	Expiration: Mar. 2009
Flight School XXI Simulation Services	Computer Sciences Corp.	Expiration: Mar. 2023
Artillery, Air Defense and Chemical Training	AHTNA Development Corp.	Expiration: Dec. 2007 (New Contract Planned as Competitive 8(a) Set-a-side)

PM FIELD OPS: Points of Contact

PM FIELD OPS: **Mr. David W. Manning, PM** **Mr. Russell McBride, DPM**	**Dave.Manning@peostri.army.mil** **Russ.McBride@peostri.army.mil**	**(407) 384-3690** **(407) 384-3723**
Live Training: **Mr. Perman McIntosh, APM** **Mr. Enrique (Henry) Lastra, Lead** **Mr. Richard McGovern**	**Perman.McIntosh@peostri.army.mil** **Henry.Lastra@peostri.army.mil** **Richard.McGovern@peostri.army.mil**	**(407) 384-3754** **(407) 384-3720 (407) 384-3790**
Virtual Training: **Mr. Malcolm (Mike) Solley, APM** **Mr. Jude Tomasello, Lead**	**Malcolm.Solley@peostri.army.mil** **Jude.Tomasello@peostri.army.mil**	**(407) 384-3715** **(407) 384-3829**
Constructive Training: **Mr. Kevin Clark, APM** **Mr. David Christensen, Lead**	**Kevin.G.Clark@peostri.army.mil** **David.C.Christensen@peostri.army.mil**	**(407) 384-3722** **(407) 384-3923**
Business Management Office: **Mr. Roberto (Bob) Canote**	**Roberto.Canote@peostri.army.mi**	**(407) 38**

Program Manager Field OPS

FY04 Business Base



FY 04 Total Program

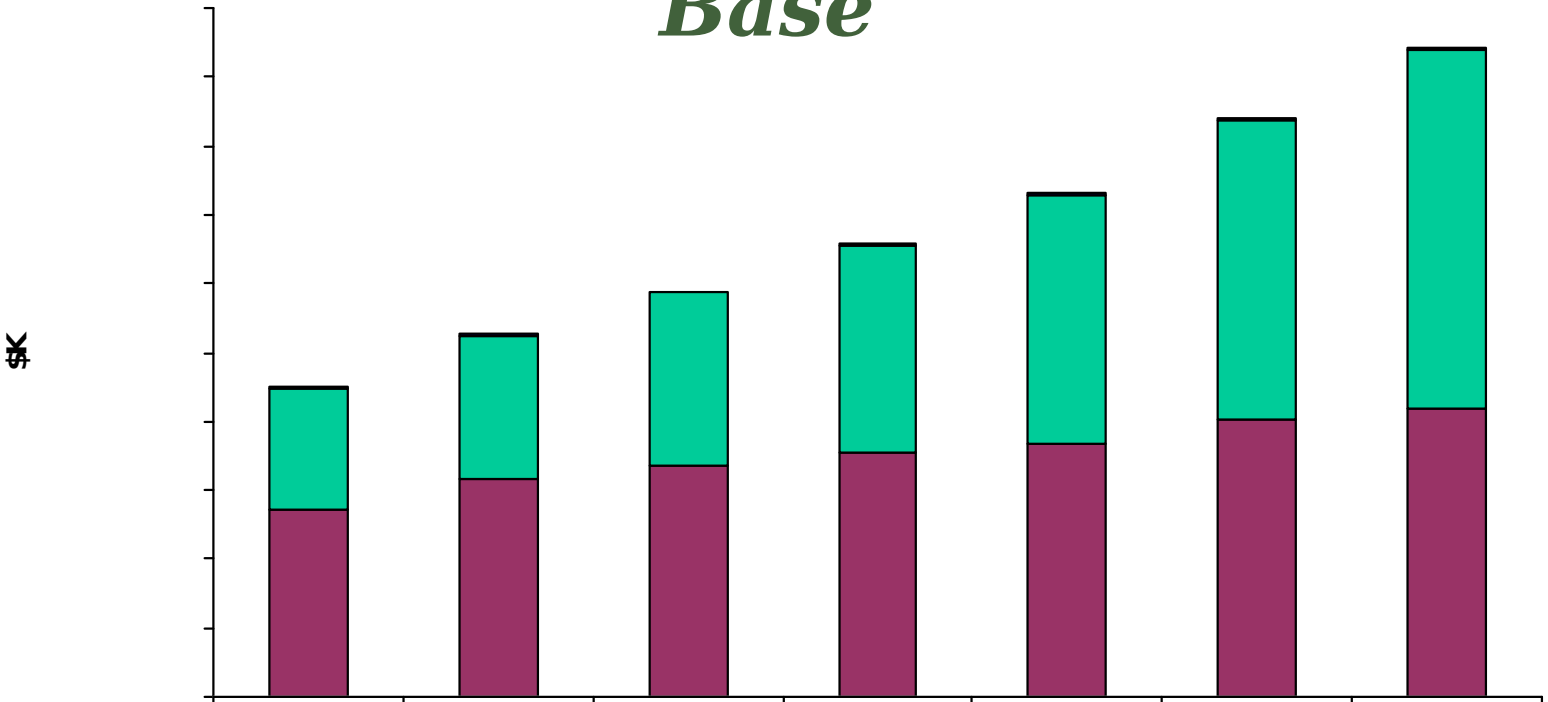
$436,784,633

Customer Work Represented 37% of Total Program…

a 78% increase from FY03

Program Manager Field OPS

Potential Business Base



	FY05	FY06	FY07	FY08	FY09	FY10	FY11
FMS	2,365	2,412	2,461	2,510	2,560	2,611	2,663
Customer	175,000	210,000	252,000	302,400	362,880	435,436	522,547

Focus Areas

Program Management Field Ops:

- Future ACT Training Support
- Future Life Cycle Contractor Support

Future ACT Training Support

Description

The Future ACT Training Support program will provide worldwide operations, maintenance, and support for fielded Training Aids, Devices, Simulations, and Simulators currently supported under the Artillery, Air Defense and Chemical Training contract.

PEO STRI
ARTILLERY
AIR DEFENSE
OPS
& CHEMICAL TRAINING

Acquisition Strategy

Competitive 8(a)

Funding

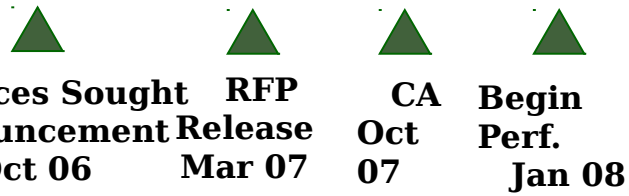
L
$

OMA

Point of Contact

Name: Kathy Payne
Phone: 407-384-5390
Email:
Kathy.Payne@peostri.army.mil

Milestones



ture Life Cycle Contractor Support

Description

This future Warfighter program will provide worldwide operations, maintenance, and support for fielded Training Aids, Devices, Simulations, and Simulators currently supported under the Live, Virtual, and Constructive training contracts.

Acquisition Strategy

Full & Open

Funding

H
$$$

OMA

Point of Contact

Name: Bob Voltz
Phone: 407-384-3735
Email:
Robert.Voltz@peostri.army.mil

Milestones

- **Draft RFP Release Sep 05**
- **RFP Release May 06**
- **CA Jan 07**
- **Begin Perf. Aug 07**

PM Field OPS

APBI | Advance Planning Briefing for Industry

What We Said We'd Do:(Industry Day November 04)

- Market Research
  - Expiring LVC contracts
  - FS XXI Simulation Services– 18 years remaining
  - ACT – 8(a) set-a side
- Team Effort Drawing Expertise From:
  - In-house government & matrix support personnel
  - Industrial base
  - Current customers
- Up Front & Early
- Integrating Necessary to Meet Warfighter Mission
- Integration Requires Consolidation
  - Phase-in LT in Nov 07
  - Phase-in VT in Jun 08
  - Phase in CT in Apr 09
- Current Initiatives Stop Short of Full Integration

What We Want to Achieve: (Business Objectives)

1. Customer Focus
2. Integrated Delivery of Support
3. One Face to the Field (at all levels)
4. Life Cycle Management/Obsolescence
5. Maximize Economic & Cost Efficiencies
6. Incentivize & Motivate Contractor Performance
7. Minimize Cost Risks
8. Maintain Sufficient Contractor Industrial Base
9. Contract Vehicle(s) that are Simple to Execute
10. Execute the Correct Number & Structure of Contracts

Improved Integrated Operations

What We Have Done (Market Research)

- Industry Day
  - Questions and Answers
  - Submissions
- RFI to Industry
  - Executive Summaries
  - One-on-Ones
- Responded to SBA Inquiries
- Customer Input (On Going)
  - TOR Conf. Briefings
  - Ft. Hood Visit
- Government Team Input

What Decisions Were to Be Made

- Number of Contracts
  - Structure of Contracts if > than 1
- Type of Contract(s)
- Term of Contract(s)
- Small Business Participation Level
- Other Acquisition Strategy Considerations

What We've Concluded:

Subject to Approval of AAE and USD(AT&L)

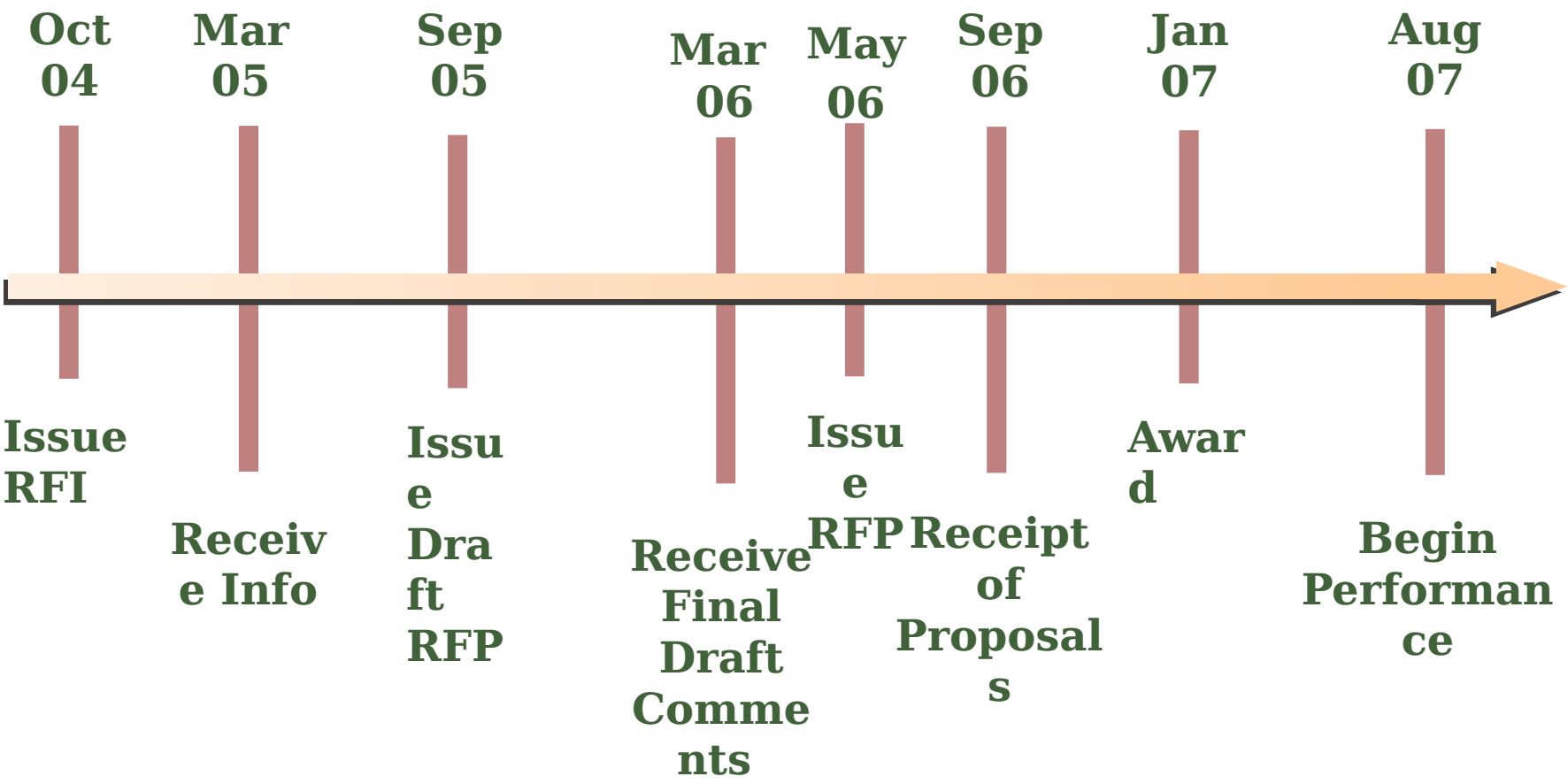
- Number of Contracts
  - Single
- Type of Contract
  - FPAF with T&M, and CPAF provisions
    - Award Fee (Eval. Semi-Annual)
  - IDIQ
  - Best Value Award
- Term of Contract
  - 10 yrs.
- Small Business Participation Level
  - Mandated 10% of total contract dollars
  - Award Fee incentive above 10% (15% for 100% of Fee)

What We've Concluded:

Subject to Approval of AAE and USD(AT&L)

- **Other Acquisition Strategy Considerations**
  - Govt. provided SOW in RFP
  - Contractor may propose alternate SOW
  - Maximize use of FFP CLINs
  - Phase in contracts: LT-07, VT-07 or 08, CT-07, 08 or 09
  - Maximize use of predetermined out-year labor rates
  - Maximize use of attachments for pricing schedules
  - Critical evaluation of proposed corporate structures to achieve business objectives
    - Benefit from expertise/culture of multiple companies
    - Maximize direct dollar support to Warfighter/minimize pass through costs (typical in prime/sub relationships)

What We Plan to Do and When: (Schedule)



Where We're Going

- Conduct Extensive Market Research
- Incorporate Industry & Customer Input to Develop Draft
- Request for Proposals (RFP)
- Obtain Approvals of Acquisition Strategy & Acquisition Plan
- Release Draft RFP
- Incorporate Comments from Draft into RFP
- Issue RFP
- Award Warfighter FOCUS Contract
- **Stay Posted to FedBizOps**